

Message Text

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PAGE 01 BAGHDA 00849 221025Z
ACTION NEA-10

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AMEMBASSY LONDON
INFO SECSTATE WASHDC 6050

LIMITED OFFICIAL USE BAGHDAD 0849

E.O. 11652: N/A
TAGS: BEXP, ETRD, ENRG, IZ
SUBJECT: DESIGN AWARDS FOR MAJOR PROJECTS IN IRAQI
OIL SECTOR

REF: (A) BAGHDAD 0827, (B) BAGHDAD 0836.

1. REFTELS REPORT IRAQI DECISIONS TO AWARD DESIGN AND CONSTRUCTION MANAGEMENT CONTRACTS FOR THREE LARGE OIL SECTOR PROJECTS TO JAPANESE AND ITALIAN FIRMS. US FIRM PROCON BELIEVES IT LOST CONTRACTS FOR THE NORTHERN AND SOUTHERN GAS PROJECTS BECAUSE OF BOYCOTT REASONS. US FIRM KELLOGG REPORTEDLY WAS EDGED OUT AT LAST MINUTE FOR BAIJI REFINERY CONTRACT BY SNAM PROGETTI; HOWEVER, ANOTHER REPORT, WHICH WE ARE UNABLE TO CONFIRM, NOW INDICATES THAT SNAM PROGETTI MAY HAVE RECEIVED ONLY PART OF THE BAIJI CONTRACT AND KELLOGG MAY STILL BE IN THE CONTENTION FOR THE REMAINDER. KELLOGG REPRESENTATIVES HAVE NEVER CONTACTED USINT CONCERNING THIS PROJECT AND WE HAVE NO INFORMATION CONCERNING DETAILS OF THE NEGOTIATIONS.

2. GOI HAS GRANTED LONG-STANDING REQUEST OF USINT OFFICER TO MEET WITH PRESIDENT OF IRAQI STATE ORGANIZATION FOR OIL PROJECTS (SCCOP) TO DISCUSS PARTICIPATION OF US FIRMS
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IN DEVELOPMENT OF THE OIL SECTOR. APPOINTMENT IS SCHEDULED FOR APRIL 30. IN ADDITION TO GENERAL DISCUSSION, USINT OFFICER COULD RAISE ANY POINTS WHICH KELLOGG WOULD LIKE TO HAVE MADE. USDOC IS REQUESTED TO CONTACT WASHINGTON LIAISON OFFICE (1616 H STREET, TELEPHONE 202-393-4373) TO INFORM KELLOGG ABOUT BAIJI AWARD AND SOLICIT INFORMATION AS TO THE

STATUS OF THE NEGOTIATIONS, PARTICULARLY AS TO WHETHER
BOYCOTT DIFFERENCES HAVE BEEN A PROBLEM. BECAUSE
KELLOGG MAY HAVE CONDUCTED THE NEGOTIATIONS THROUGH ITS
LONDON OFFICE, EMBASSY LONDON IS ALSO REQUESTED TO CONTACT
COMPANY AT KELLOGG HOUSE, 62-72 CHILTERN STREET,
LONDON W1M 2AD, TELEPHONE 01-486-4444.
MACK

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Message Attributes

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